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ABSTRACT

Responses to a questionnaire circulated to all state guarantee agencies for the federal Guaranteed Student Loan Program (GSL) are reported. Information is reported, in charts and tables, on: dates the states signed GSL agreements with the Office of Education; states that guaranteed loans before GSL began in 1966; agency organizational types; entities that have authority over GSL agencies; use of advisory councils; state agencies that administer other financial aid programs; sources of GSL agency funds; state agency reserve funds; state agencies that restrict loans to certain categories of students; other lending policies; lender promotion activities and use of the 25 percent primary administrative cost allowance for promotion of lender participation; services provided by GSL agencies; states that are direct lenders; student loan application distribution; duration of loan approval period; leading issues and research that GSL agencies are addressing within the next 12 months; loan data reported by the United Student Aid Funds, Inc.; and statistical data (in numbers, dollars, and percentage of the national total) on loans guaranteed, outstanding, and defaulted. It is noted that no attempt is made in the study to assess factors such as loan availability or access, which may affect the loan situation. (MSE)

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Guaranteed Student Loan Program

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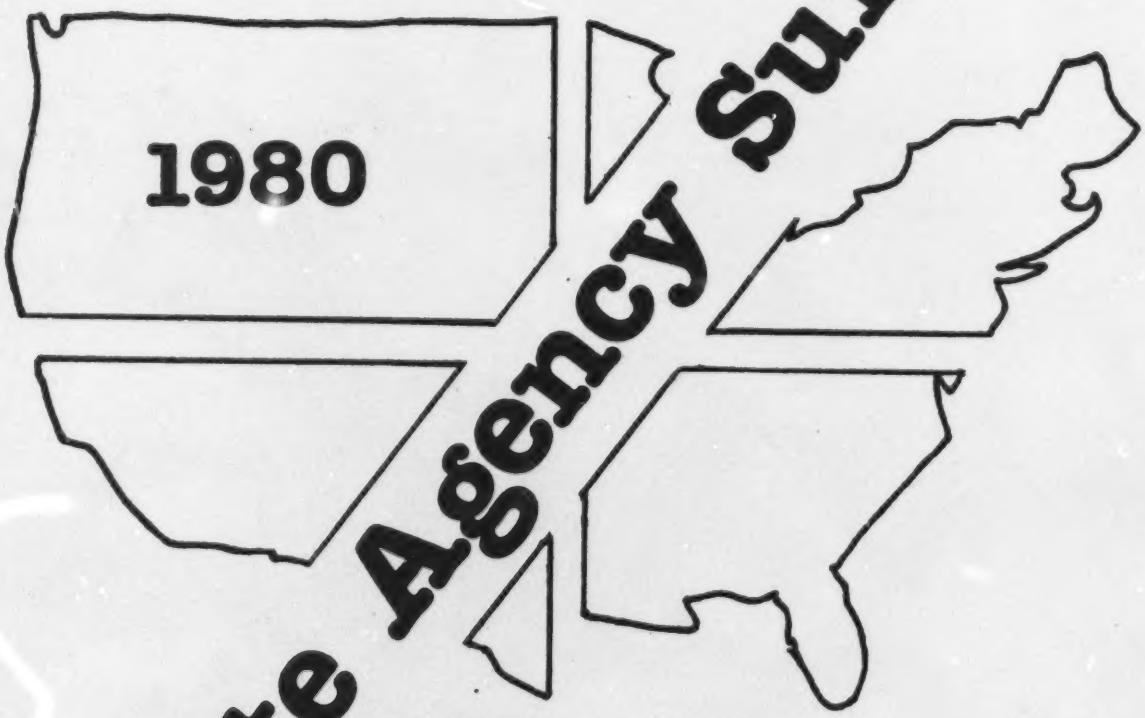
1980 State Agency Survey



National Council of
Higher Education Loan Programs

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Background

The Guaranteed Student Loan Program (GSLP) was established by the 1965 Higher Education Act, Title IV, which also authorized such forms of student aid as Basic Educational Opportunity Grants. The emphasis of Title IV was upon state guarantees of student loans. The federal government was either to (1) reinsure loans guaranteed by states or by private nonprofit corporations, or (2) provide direct federal guarantees in cases in which students were unable to obtain loans guaranteed through state agencies or nonprofit corporations.

The former program has become known as the guarantee agency program and the latter as the Federal Insured Student Loan Program (FISLP), ofter referred to simply as the federal program. In the former program, state agencies or private nonprofit corporations guarantee loans and are reimbursed by the U.S. Office of Education (O.E.) for part or all of the insurance claims they pay to lenders. The program is subsidized by the federal government, operated at the state level, relying on private capital from the many banks and other financial institutions that offer student loans. Although the program is ultimately controlled through federal regulations issued by O.E., guarantee agencies vary considerably among states.

FISLP operates in states not served by guarantee agencies, and in areas where a guarantee agency program does not serve all eligible students in the state. O.E. directly insures lenders against losses on FISLP loans. Although in theory both the guarantee agency program and FISLP may operate side by side within a state, in practice those states with guarantee agencies have come to be dominated by the agency programs, while the remaining few states without guarantee agencies have continued to offer only the federal program. Table I (page 2) indicates the relative volumes of the two programs for the entire nation, for the period FY 74 through FY 79.

The Questionnaire

It has for some time been recognized that little comparative, descriptive information exists concerning state student loan guarantee agencies. For that reason the N.Y. State Higher Education Services Corporation (the guarantee agency in N.Y.), at the request of NCHELP Executive Council, agreed to design a survey questionnaire and compile summary information for distribution to the organization and other interested parties. The NASSGP survey of state student grant programs, now in its eleventh annual edition, was considered a model for the loan agency survey.

The questionnaire underwent several drafts, and was endorsed by the five-member Council as a first effort to conduct an NCHELP survey of state guarantee agencies. The final version of the questionnaire was mailed on January 24, 1980, to all state members listed in the 1980 NCHELP Directory. By the beginning of March, at which time approximately 40% of the states had responded, follow-up letters were sent to those states that had neither returned the questionnaire nor indicated that they had no guarantee agency. Table II (page 4) indicates, as of April 7, 1980, the status of responses from agencies in all states.

The following survey information has been prepared for distribution at the Spring 1980 NCHELP conference, drawing upon data reported by those guarantee agencies that completed the questionnaire. Given the obvious limitation of incomplete response from all state agencies, the summaries themselves still offer a picture of variation across the nation. Unfortunately no sampling technique will capture this variation, and clearly such a survey must include the entire population if it is to be considered a useful document for descriptive and/or policy research.

The data contained in this report are at this time intended simply to describe structural and functional differences among states' administration of the federally guaranteed student loan program. No attempt has been made to define or measure such concepts as loan availability and access, nor should inferences about these indicators be drawn from the data. Information deemed to be confidential, such as reserve fund balance, budget and personnel data, has not been summarized or included in this report. Loan data by sector and lender type have also not been included, since many states do not presently maintain these data.

Table I

GSLP and FISLP PROGRAM STATISTICS

Fiscal Year		Number of Loans and Dollar Value (in $000,000's) Guarantee Agencies [A]	FISL [B]	Total
FY74	Number	430,673	506,854	937,527
	Value	$ 527.8	$611.6	$1,139.4
FY75	Number	485,625	504,726	990,351
	Value	$ 637.2	$661.3	$1,298.5
[C] FY76	Number	776,458	522,153	1,298,611
	Value	$1,087.9	$739.9	$1,817.8
FY77	Number	651,074	321,512	972,586
	Value	$1,036.9	$500.4	$1,537.3
FY78	Number	816,616	268,102	1,084,718
	Value	$1,484.4	$473.5	$1,957.9
FY79	Number	1,232,722	276,825	1,509,547
	Value	$2,443.1	$540.9	$2,984.0

Source: U.S. Office of Education and Touche Ross & Co., Perspectives on State Guaranteed Loan Programs, 1979.

[A] Loan guarantees.
[B] Loan commitments.
[C] 15-month period including July-September, 1976, which is considered a transition quarter because the federal government switched at that time from a June 30 fiscal year-end to a September 30 fiscal year-end.

Items for Discussion

Inasmuch as the questionnaire represented only an initial effort to gather data from the population of state guarantee agencies, the document should be modified and perfected over time based on comments from individuals who complete it and/or use the summary information. The following list of issues and questions may provide the basis for discussion during this conference and in the future:

(1) Should some of the data be considered confidential? For the sake of protecting this confidentiality, should NCHELP consider issuing two reports, as NASSGP does, one of which would receive limited circulation?

(2) Should the questionnaire be formulated to include states that currently participate only in the FISL program, as well as states that have guarantee agencies? For comparative and descriptive purposes, is it desirable to exclude non-agency states?

(3) Given that many states do not observe the federal fiscal year ending September 30 (many states' fiscal years end June 30; others observe March 30), can loan agency data be deemed comparable across states?

(4) Could data items, such as loan volumes, be drawn from the new OE Guarantee Agency Quarterly Report (Form 1130), rather than solicited via questionnaire? If so, could the questionnaire solicit only qualitative information on the structure and functions of guarantee agencies?

(5) How can the questionnaire be made less confusing on the distinction between FISLP student loans and GSLP student loans?
The survey objective was to obtain information about state guarantee agencies, but the program is federally authorized and subsidized. Some agencies object to the designation of the program as "federal" when in fact it is administered at the state level.

(6) For those state agencies whose loans are serviced and/or guaranteed by a non-profit corporation (specifically United Student Aid Funds and Higher Education Assistance Foundation), what is the most efficient way to collect data? In this survey, questionnaires were mailed to state members listed in the 1980 NCHELP directory. Table II indicates the states for which USAF or HEAF is servicer and/or guarantor.

Table II

Status of Responses as of May 9, 1980

	Response to Questionnaire*	Included In Report	No State Guarantee Loan Agency	Guaranteed/ Serviced by Non-profit Corporation**
Alabama	5		FISL Only	
Alaska	1	X		X
Arizona	4		FISL Only	
Arkansas	1	X		
California	1	X		X
Colorado	1	X		X
Connecticut	1	X		
Delaware	1	X		X
District of Columbia	1	X		X
Florida	1	X		
Georgia	1	X		
Hawaii	2			X
Idaho	1	X		
Illinois	1	X		
Indiana	1	X		X
Iowa	1	X		X

*Response Codes:
1 = Responded, data included in report.
2 = Responded, questionnaire not yet received, not included in report.
3 = Responded, declined to participate.
4 = Responded, has no GSL agency.
5 = No response received.

**United Student Aid Funds, Inc. services loans for these states: Alaska, California, Colorado, Delaware, Indiana, Iowa, Maine, Maryland, Missouri, Nevada, Utah, and Virgin Islands. UASF guarantees and services loans for Hawaii.

Higher Education Assistance Foundation guarantees and services loans for: District of Columbia, Kansas, Minnesota, Nebraska, and Wyoming.

Table II (continued)

	Response to Questionnaire*	Included In Report	No State Guarantee Loan Agency	Guaranteed/ Serviced by Non-profit Corporation**
Kansas	1	X		X
Kentucky	1	X		
Louisiana	1	X		
Maine	5			X
Maryland	5			X
Massachusetts	1	X		
Michigan	1	X		
Minnesota	1	X		X
Mississippi	5		FISL Only	
Missouri	3			X
Montana	5		FISL Only	
Nebraska	1	X		X
Nevada	1	X		X
New Hampshire	1	X		
New Jersey	1	X		
New Mexico	1	X		
New York	1	X		
North Carolina	1	X		
North Dakota	4		FISL Only	
Ohio	1	X		
Oklahoma	1	X		
Oregon	1	X		
Pennsylvania	1	X		
Rhode Island	1	X		

Table II (continued)

	Response to Questionnaire*	Included In Report	No State Guarantee Loan Agency	Guaranteed/ Serviced by Non-profit Corporation**
South Carolina	1	X		
South Dakota	1	X		
Tennessee	1	X		
Texas	4		Not Operational	
Utah	1	X		X
Vermont	1	X		
Virginia	1	X		
Washington	1	X		
West Virginia	4		FISL Only	
Wisconsin	1	X		
Wyoming	1	X		X

TOTALS: Response code 1: 40 — 40 — 7 — 17
2: 1
3: 1
4: 4
5: 5
All responses: 51

Dates that States Signed GSL Agreements with USOE

Year	Section 428 (c) Reinsurance	Section 428 A 100% Reinsurance	Date First GSL Loan Approved
1980	1	1	2
1979	4	5	6
1978	9	11	6
1977	7	18	3
1976	-	1	-
1975	-	-	-
1974	-	-	-
1973	-	-	-
1972	1	1	1
1971	-	-	-
1970	1	-	-
1969	5	-	-
1968	7	-	-
1967	-	-	4
1966	2	1	8
1965	1	-	9

States that Guaranteed Loans Prior to the Beginning of GSL in 1966-67

State	Year
Connecticut	1966
Georgia	1965
Louisiana	1964
Massachusetts	1956
Michigan	1962
New Hampshire	1962
New Jersey	1960
New York	1958
North Carolina	1963
Ohio	1962
Pennsylvania	1964
Rhode Island	1960
Tennessee	1963
Vermont	1964
Virginia	1961

Agency Organizational Types*

State Department of Education

Colorado
Michigan
Nevada
New Jersey

State Postsecondary Coordinating Board

Alaska
New Mexico
Oklahoma

Public Authority (Not State Agency)

Georgia
Rhode Island

Private Nonprofit Agency

Arkansas
District of Columbia
Idaho
Kansas
Massachusetts
Minnesota
Nebraska
New Hampshire
South Dakota
Washington
Wisconsin
Wyoming

1202 Commission

Alaska
Iowa
New Mexico
Oklahoma

Separate State Agency

Alaska
California
Delaware
Florida
Illinois
Indiana
Iowa
Kentucky
Louisiana
Michigan
New Jersey
New York
North Carolina
North Dakota
Ohio
Oregon
Pennsylvania
South Carolina
Utah
Virginia
Wisconsin

Public Nonprofit Agency

Connecticut
Georgia
Kentucky
Michigan
Rhode Island
Tennessee
Vermont

Entities That Have Authority Over GSL Agencies* for Policy and Funding

Entity	Number of States: Policy Authority	Number of States: Funding Authority
Board of Trustees/Directors	34	17
Legislature	19	26
Governor	15	19
State Education Commissioner	5	2
Other State Agency Head	7	7

*States are listed in several categories if more than one applies.

Use of Advisory Councils

ALASKA: Student Financial Aid Advisory Committee, which includes 2 members from Alaska Commission on Postsecondary Education, 2 members from postsecondary finanical aid offices, 1 member a high school counselor, and 1 member a student..

ARKANSAS: No advisory council.

CALIFORINIA: Loan Study Council, appointed by Student Aid Commission (GSL agency), which inlcudes 15 members, comprised of representatives of students, institutions, and lenders; acts in advisory capacity.

COLORADO: Advisory Committee, composed of 12 members, including one member appointed by Savings and Loan League, one appointed by Credit Union League, 2 members appointed by President of State Senate, 3 appointed by Commission on Higher Education, 3 appointed by Bankers Association and 2 appointed by Speaker of State House of Representatives.

CONNECTICUT: No advisory council.

DELAWARE: No advisory council.

DISTRICT OF COLUMBIA: No advisory council

FLORIDA: Student Financial Aid Advisory Council, consisting of 9 practicing financial aid administrators, from 2 state universities, 2 community colleges, 2 professional aid administrators association, and 3 independent institutions, appointed by Commissioner of Education for 3 year terms.

GEORGIA: To be established under new state law.

IDAHO: Board of Participants, including president of GSL agency and one member appointed by each of the following: governor, CEO of each lender, State Board of Education, president of an education facility, directors to represent students.

ILLINOIS: Loan Program Committee, composed of representatives of lending and educational communities. Designated Account Purchase Program Committee, composed of experts in finance.

INDIANA: Advisory Council, comprised of 9 lenders, financial aid officers, and a student.

IOWA: Advisory Council on State Student Aid Programs meets at least twice yearly to consult with staff on policy and procedural issues. Members include representatives from lenders, institutions, financial aid administrators association, admissions counselors association, and personnel and guidance association.

KANSAS: No advisory council.

KENTUCKY: No advisory council.

LOUISIANA: No advisory council.

MASSACHUSETTS: Lender Advisory Committee, including lender representatives, school representatives, and agency personnel.

MICHIGAN: No advisory council.

Use of Advisory Councils (continued)

MINNESOTA: No advisory council.

NEBRASKA: No advisory council.

NEVADA: No advisory council.

NEW HAMPSHIRE: No advisory council.

NEW JERSEY: Agency works closely with Association of Student Financial Aid Administrators, bankers association, savings league.

NEW MEXICO: Student Loan Advisory Council provides communication and information for student financial aid affairs. It is comprised of the Executive Secretary of Board of Educational Finance, Director of New Mexico Student Loan Program, and five financial aid officers from both private and public institutions.

NEW YORK: Advisory Council, 15 members, comprised of lenders, financial aid officers, 3 students, and ad hoc members representing CUNY and SUNY.

NORTH CAROLINA: Student Loan Committee, a committee of the Bankers Association, to assure that adequate loan revenue is available for the program.

OHIO: Advisory Council of school financial aid officers, and student loan officers from lenders.

OKLAHOMA: No advisory council.

OREGON: Advisory Council of 7 financial aid administrators appointed by agency staff.

PENNSYLVANIA: Lenders' Advisory Committee, consisting of lenders, and Student Aid Administrators Government Liaison Committe, consisting of financial aid officers from all sectors.

RHODE ISLAND: No advisory council.

SOUTH CAROLINA: No advisory council.

SOUTH DAKOTA: Advisory Council is a subcommitte of the 1202 Commission, and reports and makes recommendations to the Commission. It is comprised of 2 lenders, 2 financial aid officers and 2 members of the 1202 Commission. Secretary of Education and Cultural Affairs is an ex-officio member.

TENNESSEE: No advisory council.

UTAH: Council includes lender, school, student, and agency representatives.

VIRGINIA: Newly established (April 1980), consisting of experienced loan officers from several types of participating financial institutions.

VERMONT: No advisory council.

WASHINGTON: No advisory council.

WISCONSIN: Lender Advisory Council, on all matters related to administration of the program.

WYOMING: No advisory council.

State Agencies that Administer other Financial Aid Programs, in Addition to GSL

State Scholarships/Fellowships

California
Florida
Illinois
Indiana
Iowa
Louisiana
Michigan
Nevada
New Mexico
New York
North Carolina
Oklahoma
Rhode Island
Vermont

State Grants

California
Florida
Illinois
Indiana
Iowa
Kentucky
Louisiana
Michigan
New Mexico
New York
North Carolina
Oklahoma
Oregon
Pennsylvania
Rhode Island
Tennessee
Vermont
Wisconsin

BEOG

Pennsylvania

College Work-Study

Kentucky
North Carolina
Pennsylvania

State Loans (Number and total FY 1979)

			(Student population served)
Alaska	(2,795;	$ 6,416,402)	(Comprehensive)
Delaware	(4,185;	6,370,116)	
Georgia	(2,974;	3,085,549)	(Lender of last resort and secondary financing)
Michigan	(14,129;	25,460,013)	(To student denied private loans)
New Jersey	(1,652;	4,803,561)	(Health professions students over $15,000 lim
	(710;	1,070,746)	(Non-eligible schools)
New Mexico			(Medical and osteopathic students)
New York	(1,572;	4,279,828)	(Health professions students)
	(8,048;	8,514,495)	(Students in non-OE-approved vocational schools)
Oregon	(208;	139,800)	(Medical and Dental students)
Oklahoma			
Tennessee	(260;	462,614)	(Lender of last resort)
Wisconsin	(20,139;	15,471,133)	(State direct loans)

Other

Michigan - private college degree reimbursements
Oregon - private awards and scholarships
Pennsylvania - institutional grants
Rhode Island - State Work Opportunity Program
Wisconsin - reciprocity agreements with other states

Sources of Funds for GSL State Agencies

Source	Number of States
Primary Administrative Cost Allowance	35
Secondary Administrative Cost Allowance	26
Interest on Revolving Fund Investments	28
Default Collection (30%) Retainer	28
State Appropriation	12
Revenue Bonds	4
Student Insurance Premium	30
1% During In-School and Grace Period	22
1/2% During In-School and Grace Period	5
3/4% During In-School and Grace Period	3
Other	
Loan from State to assist agency become operational	2
Lender Fee for Interest Billing Service	1

State Agency Reserve Fund Data

State	Has Reserve Fund	Reserve Fund Ratio as % of Outstanding Loans	Reserve Requirement Defined: State Law	Lender Agreement	Agency Policy
Alaska	X	1 %		X	
Arkansas	X	2 %			
California	X	1 %			X
Colorado	X	1 %	X		
Connecticut	X	1.6 %	X		X
Delaware	Not Applicable				
District of Columbia	X	Variable formula		X	
Florida	X	2.5 %	X	X	X
Georgia	X	6.67 %	X		
Idaho	X	1.6 %		X	
Illinois	(none)				
Indiana	X	1 %		X	X
Iowa	X	2 %		X	
Kansas	X	Variable formula		X	
Kentucky	X	6.6 %	X		
Louisiana	X	1.336 %	X		
Massachusetts	X	3 %		X	
Michigan	X	2 %		X	X
Minnesota	X	Variable formula		X	
Nebraska	X	Variable formula		X	
Nevada	X	2 %			X
New Hampshire	X	5 %		By-laws of agency	
New Jersey	X	0% presently	X		
New Mexico	X	Variable formula	X		

Reserve Fund Data (continued)

State	Has Reserve Fund	Reserve Fund Ratio as % of Outstanding Loans	Reserve Requirement Defined		
			State Law	Lender Agreement	Agency Policy
New York	(none)				
North Carolina	X	10 %		X	X
Ohio	X	6.6 %	X		
Oklahoma	X	2 %			
Oregon	X	2 %			X
Pennsylvania	X	2 %	X		
Rhode Island	X	1 %		X	
South Carolina	X	5 %		X	X
South Dakota	X	2 %	State secondary money market		
Tennessee	X	2 %	X		X
Utah	X	1 %	X		
Vermont	X	1.6 %			
Virginia	X	1 %	X		X
Washington	X	1 %			X
Wisconsin	X	2 %			X
Wyoming	X	Variable formula		X	

State Agencies That Restrict Loans to Certain Categories of Students

State	Restricted Categories	Source of Restriction: State Statute	Agency Reg.	Agency Policy	Lender
Alaska	None				
Arkansas	Correspondence students		X		
	Non-residents in-state		X		
California	Lenders impose various restrictions at their option				
Colorado	Correspondence students		X		
Connecticut	None				
Delaware	Correspondence students			X	X
	Non-residents in-state			X	X
District of Columbia	None				
Florida	None				
Georgia	None				
Idaho	Non-residents in-state				X
Illinois	Correspondence students			X	
Indiana	Correspondence students	X			
Iowa	Correspondence students				
Kansas	None				
Kentucky	None				
Louisiana	Correspondence students	X			
	Half-time students	X			
	Non-degree students	X			
	Non-residents in-state	X			
	Residents in foreign schools	X			
Massachusetts	None				
Michigan	None				
Minnesota	None				
Nebraska	None				

Loan Restrictions (continued)

State	Restricted Categories	Source of Restriction: State Statute	Agency Reg.	Agency Policy	Lender
Nevada	Correspondence students			X	
New Hampshire	Non-residents in-state			X	
New Jersey	Correspondence students		X		
New Mexico	Correspondence students				X
	Non-residents in-state				X
New York	Correspondence students		X		
North Carolina	Correspondence students			X	
	Non-residents in-state	X			
	Residents in foreign schools			X	
Ohio	Correspondence students	X			
Oklahoma	All undergraduates				
	$1,800 maximum			X	
	Graduates				
	$3,000 maximum			X	
	Proprietary students				
	$1,800 maximum			X	
	Non-degree students				
	$1,800 maximum			X	
	5th year undergraduate				
	$1,800 maximum			X	
	Residents out-of-state				
	$1,800 maximum			X	
	Non-residents in-state			X	
	Residents in foreign schools			X	
Oregon	Non-residents in-state				
Pennsylvania	Correspondence schools out-of-state			X	
Rhode Island	Correspondence students			X	
South Carolina	Correspondence students		X		
	Non-residents in-state	X			
South Dakota	None				
Tennessee	Non-residents in-state	X			
Utah	None				

Loan Restrictions (continued)

State	Restricted Categories	Source of Restriction: State Statute	Agency Reg.	Agency Policy	Lender
Vermont	Correspondence students			X	
Virginia	Freshmen (at lender option)				X
	Correspondence students		X		
	Non-degree students		X		
	Non-residents in-state	X			
	Residents in foreign schools				X
Washington	None				
Wisconsin	None				
Wyoming	None				

Other Lending Policies

States that require dual payee on loan check:

Alaska (if student under 16), Arkansas, Delaware, New Jersey (at lender option), New York, Ohio (at lender option), Rhode Island, South Carolina, Vermont, Washington

States that require co-signer on repayment and/or interim note:

Alaska (if student under 16), Arkansas (if under 21), Delaware, Iowa (encouraged), South Dakota (if student under 18), Tennessee

States that allow schools to lend:

Alaska, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Massachusetts, Michigan, Minnesota, Nebraska, New Hampshire, New Jersey, New Mexico, New York, North Carolina (under controlled conditions only), Ohio, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Utah, Virginia, Vermont, Washington, Wisconsin, Wyoming

States that encourage or require lenders to require account relationship as condition of receiving loan:

Arkansas, Indiana, Massachusetts (lender option), Ohio (lender option)

States that encourage or require lenders to require income or assets information as condition of receiving loan:

Indiana, Massachusetts (lender option), Ohio (lender option), South Carolina (lender option)

Lender Promotion Activities and Use of the 25% Primary Administrative Cost Allowance (ACA) For Promotion of Lender Participation

ALASKA: Lender promotion activities: Spring 1980 marketing trip throughout the state with a representative of United Student Aid Funds (with whom the state contracts for servicing). Also considering the possibility of a newsletter, since workshops and meetings are too costly in such a large state.

Use of 25% ACA: Spring 1980 marketing trip to talk with the few potential commercial lenders in the state.

ARKANSAS: Lender promotion activities: personal visits to lenders, small meetings, attendance at banker conventions, responsiveness to lender needs, brochures, manuals, annual lender seminar.

Use of 25% ACA: same as above, but with increased effort.

CALIFORNIA: Lender promotion activities: individual lender contacts, primarily to non-participating lenders, lender workshops semi-annually, newsletter (planned), Advisory Council meetings when necessary, contacts with lenders at associations and meetings.

COLORADO: Lender promotion activities: Field managers are on staff to meet with and assist lenders and schools participating in GSL. Workshops are scheduled for all lenders and schools to advise them of the status of GSL in the state.

Use of 25% ACA: Program just began operation, and none has been spent.

CONNECTICUT: Lender promotion activities: Frequent workshops, attendance at all lender association meetings, private meetings with all lenders.

DELAWARE: Lender promotion activities: workshop, newspaper ad, lender ads, etc.

DISTRICT OF COLUMBIA: Annual lender workshops, periodic lender bulletins, periodic lender visitation, lender association conference presentations.

Use of the 25% ACA: The maximum is spent as above.

FLORIDA: Lender promotion activities: lender seminars on an "as needed" schedule, but typically at least semi-annually, monthly newsletter, field representatives staff: 2 professional staff members in field on full-time basis.

GEORGIA: Lender promotion activities: Daily mail and phone contacts, lender newsletter, operational memos, annual lender sessions with state financial aid officers association meeting, regional workshops, field staff person.

Lender Promotion Activities

Use of 25% ACA: Incentive payment to lenders and provide lender billing services (presently subject to OE ruling as valid promotion activities).

IDAHO: Lender promotion activities: field representative services to lender and schools, attendance at meetings of Idaho Association of Student Financial Aid Administration, individual and group meetings and seminars with lenders, frequent written and phone contact, bi-annual meetings of lenders, schools, state government and the agency to address common concerns.

ILLINOIS: Lender promotion activities: monthly newsletter, 14 training sessions for lender personnel, quarterly lender advisory committee meetings, lender association functions for speaking, exhibitions, public relations activities, annual seminar series conducted in 20 cities throughout the state, courtesy field visits for on-site promotion and training, subscriptions to numerous association publications, A branch Lender Relations office is located in the central area of the state.

INDIANA: Lender promotion activities: annual lender seminars, periodic lender workshops, monthly newsletter, semi-annual lender reports, attendance at financial institutions' conferences, Regional Managers contacting lenders in person at least once every 4 months.

Use of 25% ACA: Regional Manager salaries for marketing, training and compliance, lender seminars and workshops, bulletins and other commmunications. Funds are also used for future program development.

IOWA: Monthly newsletter, lender/school workshops, attendance at lender association meetings.

KANSAS: Annual lender workshops, periodic lender bulletins, periodic lender visitation, lender association conference presentations.

Use of the 25% ACA: The maximum is spent as above.

KENTUCKY: Lender promotion activities: periodic lender workshops and newsletters, lender representatives visit lending institutions to assist and promote the program, secondary market program purchases loans quarterly which indirectly promotes the program.

LOUISIANA: Lender promotion activities: monthly Student Loan Report, attendance and participation in financial institutions' meetings.

Use of 25% ACA: Continue contacts and service to lenders to assure prompt receipt of earnings on student loans and payment of defaults.

MASSACHUSETTS: Lender promotion activities: semi-annual seminars and workshops, monthly publication of bulletin for all lenders and schools, lender advisory committee, active speaking program to various audiences, lender training program in the field and at headquarters.

Lender Promotion Activities

MICHIGAN: Lender promotion activities: Monthly loan publication, lender visitations at least once a year, 13 semi-annual workshops.

MINNESOTA: Annual lender workshops, periodic lender bulletins, periodic lender visitation, lender association conference presentations.

Use of the 25% ACA: The maximum is spent as above.

NEBRASKA: Annual lender workshops, periodic lender bulletins, periodic lender visitation, lender association conference presentations.

Use of the 25% ACA: The maximum is spent as above.

NEVADA: Lender promotion activities: annual workshop for banks and proprietary schools (conducted with United Student Aid Funds).

NEW HAMPSHIRE: Lender promotion activities: Semi-annual lender workshops, personal visits to lenders upon request, unstructured training session for new and existing personnal upon request, annual meetings.

NEW JERSEY: Annual workshops, seminars throughout year, symposia for specific goals as required, lender association meetings, contact with institutions.

NEW YORK: Lender promotion activities: workshops, brochures, advisory council, meetings with consumer credit groups.

NORTH CAROLINA: Lender promotion activities: distribution of printed material, newsletters, direct appeals, etc. Primarily through the Student Loan Committee of the North Carolina Bankers Association. Similar contacts are made with the savings and loan associations and credit unions.

North Carolina does not receive the ACA for any purpose.

OHIO: Lender promotion activities: two-day central and regional training workshops, day-long seminars as program changes require them, newsletters to lenders, statewide field service.

Use of 25% ACA: Continue field service, develop a guaranteed premium billing service, complete development of secondary market servicing unit.

OREGON: Lender promotion activities: monthly newsletter, workshops in conjunction with Oregon Association of Student Financial Aid Administrators three times yearly, continual phone contact.

Lender Promotion Activities

PENNSYLVANIA: Lender promotion activities: monthly newsletter, brochures, posters, wallet-size cards, lender workshops held as needed due to changes in regulations or policies.

RHODE ISLAND: Lender promotion activities: lender bulletins as necessary, lender meetings, attendance at Financial Aid Officers Association meetings, currently developing a lender manual.

Use of 25% ACA: develop lender manual, update as necessary; meetings with lenders.

SOUTH CAROLINA: Lender promotion activities: None, because there is a single state-wide lender for all students.

SOUTH DAKOTA: Lender promotion activities: annual lender workshops monthly newsletters, in-coming WATS line for lenders, attendance at lender meetings, private visits to lenders.

Use of 25% ACA: generation of promissory note that will allow for multiple disbursements and will be computer generated.

TENNESSEE: Lender promotion activities: annual lender workshops, toll-free WATS line, unscheduled lender memos.

Use of 25% ACA: plan to employ a lender relations representative.

UTAH: Lender promotion activities: daily contact with lenders concerning program and secondary market, monthly newsletter.

VERMONT: Lender promotion activities: semi-annual or annual workshops and conferences, financial aid workshops, portfolio reviews, student loan administrator training programs.

Use of 25% ACA: conduct lender training workshops and conferences, produce lenders' guides and informational brochures, attendance at related meetings.

VIRGINIA: Lender promotion activities: lender training conferences participation in Virginia Bankers Association newsletter.

Use of 25% ACA: continuation of the above.

WASHINGTON: Lender promotion activities: quarterly workshops, quarterly newsletter, presentations to trade associations, promotional sessions jointly sponsored by schools.

WISCONSIN: Lender promotion activities: periodic newsletters, biennial workshops, occasional administrative bulletins, attendance at association annual meetings, lender visits and reviews.

WYOMING: Annual lender workshops, periodic lender bulletins, periodic lender visitation, lender association conference presentations.

Use of the 25% ACA: The maximum is spent as above.

Services Provided by GSL Agencies

(Either by agency itself or by a firm with which the agency has contracted)

Interest Billing on non-subsidized loans - 5

Delaware (contract), Georgia, New York, North Carolina (contract), Wisconsin

Interest Billing for Lenders - 9

California (contract), Delaware (contract), Georgia, Indiana (contract), Louisiana, New York, North Carolina (contract), Ohio, Wisconsin

Loan Application Processing and Approval - 37

Alaska (contract), Arkansas, California (contract), Colorado (contract), Connecticut, Delaware (contract), District of Columbia (contract), Florida, Georgia, Idaho, Illinois, Indiana (contract), Iowa (contract), Kansas (contract), Kentucky, Louisiana, Massachusetts, Michigan, Minnesota (contract), Nebraska (contract), New Hampshire, New Jersey, New Mexico, New York, North Carolina (contract), Ohio, Oklahoma, Oregon, Pennsylvania, South Dakota, Tennessee, Utah (contract), Vermont, Virginia, Washington, Wisconsin, Wyoming

Promissory Note Production - 13

Alaska (contract), Arkansas, Delaware (contract), Florida, Georgia, Kentucky, Louisiana, Massachusetts, North Carolina, Oklahoma, Pennsylvania, South Dakota, Wisconsin

Default Claim Aversion - 39

Alaska (contract), Arkansas, California (contract), Colorado (contract), Connecticut, Delaware (contract), District of Columbia, Florida, Georgia, Idaho, Illinois, Indiana (contract), Iowa (contract), Kansas, Kentucky, Louisiana, Massachusetts, Michigan, Minnesota, Nebraska, New Hampshire, New Jersey, New Mexico, New York, North Carolina, Ohio, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Utah (contract), Vermont, Virginia, Washington, Wisconsin, Wyoming

USOE/DE 1166 Call Report Coordination - 13

California (contract), Connecticut, Delaware (contract), Florida, Georgia, Iowa (contract), Louisiana, Massachusetts, Michigan, New York, North Carolina, Ohio, Wisconsin

Services Provided (continued)

Student Status Certification - 32

Alaska (contract), Arkansas, California (contract), Delaware (contract), District of Columbia, Florida, Georgia, Illinois (USOE), Indiana (contract), Iowa (contract), Kansas, Kentucky, Louisiana, Massachusetts, Michigan, Minnesota, Nebraska, New Jersey, New Mexico, New York, North Carolina (contract), Ohio, Oklahoma, Pennsylvania, South Dakota, Tennessee, Utah (contract), Vermont, Virginia, Washington, Wisconsin, Wyoming

School Audits - 22

California, Colorado, District of Columbia, Florida, Idaho, Illinois, Iowa Indiana, Kansas, Kentucky, Massachusetts, Minnesota, Nebraska, New Jersey, New Mexico, New York, Ohio, Pennsylvania, Vermont (contract), Washington, Wisconsin, Wyoming

Lender Audits - 24

California, Colorado, District of Columbia, Florida, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Massachusetts, Minnesota, Nebraska, New Jersey, New Mexico, New York, North Carolina, Ohio, Pennsylvania, South Carolina (contract), Vermont, Washington, Wisconsin, Wyoming

Agency a Direct Lender - 12

Alaska, District of Columbia (contract), Georgia (companion agency), Kansas (contract), Kentucky (services direct loans of companion agency), Minnesota (contract), Nebraska (contract), New Jersey, North Carolina (contract), Oklahoma, Wisconsin, Wyoming (contract)

Agency a Secondary Market - 3

Georgia (companion agency), Illinois, Kentucky (services secondary market loans for companion agency)

Sallie Mae Servicing - 5

Connecticut, Delaware (contract), Massachusetts (planned), Ohio (planned), Pennsylvania

Portfolio Servicing for Lenders - 4

Massachusetts (planned), Michigan, Pennsylvania, Wisconsin

Services Provided (continued)

Portfolio Servicing for Other States' Agencies - 2

Massachusetts (planned), Pennsylvania

Financial Aid "Packaging" for Students - 3

Indiana, Pennsylvania, Wisconsin

Conduct Training Programs for Schools, Lenders, Students - 33

Arkansas, California, Colorado, Connecticut, District of Columbia, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky (considering), Massachusetts, Michigan, Minnesota, Nebraska, New Hampshire, New Jersey, New York, North Carolina, Ohio, Oklahoma, Oregon, Pennsylvania, South Dakota, Tennesee, Utah, Vermont, Virginia, Washington, Wisconsin, Wyoming

On-Line Computer Support for Institutions - 4

Arkansas (interim), New Jersey (planned), Oklahoma, Pennsylvania

Other

Last resort clearing house for lender consortium - Indiana
EDP assistance to State Scholarship Program - Massachusetts
Lender of last resort - Ohio

States that are Direct Lenders*

State	Direct Lender is: GSL Agency	Direct Lender is: Other Agency	Source of Revenue
Alaska		X	State appropriations and revolving loan fund
Arkansas		X	Revenue bonds
Georgia		X	State appropriation
Kansas		X	Revenue bonds
Kentucky		X	Revenue bonds
Michigan		X	Revenue bonds, special allowance
Minnesota		X	Revenue bonds
New Jersey	X		State appropriations, fees levied on students, interest on investments, federal re-insurance
North Carolina		X	Revenue bonds
North Dakota (no GSL agency)		X	Revenue bonds
Oklahoma	X		Self-liquidating bonds
South Carolina		X	Revenue bonds
Texas (no GSL agency)		X	State general obligation bonds
Virginia	X		Earnings on student loans
Wisconsin	X		Revenue bonds

*These data were derived from an earlier set of questionnaires circulated by the Massachusetts Higher Education Assistance Corp., representing a different subpopulation of state agencies than that which responded to the NY questionnaire. Since response to these questionnaires was incomplete, not all direct lending states are included in the list.

Application Distribution

Source of Application	Number of States
Lender	33
Postsecondary institution	23
Secondary school	4
Agency Itself	22
Libraries	
Others	
State legislators (for constituents)	1
State Talent Search Agency	1
States that distribute applications only to lenders:	8

Duration of Loan Approval Period

Number of months between approval of first loan application and last application for 1979-80 academic year:

Number of Months	Number of States
17	1
16	1
15	2
14	1
12	13
11	5
10	3
9	1
8	1
No deadline	4
Dependent upon when student begins study	1
Unknown	5

Leading Issues and Research That GSL Agencies Are Addressing Within The Next 12 Months

ALASKA - Computer programming changes to conform to new OE reporting requirements and forms for state direct program (anticipate that state program will be approved to make GSL loans in 1980-81), statewide marketing effort to enlist new commercial lenders.

ARKANSAS - Manual of rules and regulations for school compliance, manual for lender compliance, technical design phase of automating collections and defaults.

CALIFORNIA - Need for secondary money markets, state becoming a direct lender versus private no-for-profit agency, developing a viable regulations compliance program, continuing to encourage lender participation, develop comprehensive lender/school education program.

COLORADO - Recruiting staff for loan application processing, promulgating rules and regulations, distribution of forms, enlisting lenders, and other start-up activities. Development of secondary market will alleviate lender concerns about capitalization, liquidity and portfolio management.

CONNECTICUT - Reathorization

FLORIDA - Development of a complete data processing system.

GEORGIA - Total revision of regulations, policies and forms, complete redesign of all GSL computer systems, copying with anticipated new federal laws.

IDAHO - Increasing loan availability to students through expanded lender participation.

ILLINOIS - Loan agency is cooperating with state board of higher education in studying access for Illinois students, specifically the amount and combinations of student aid that best promote access to higher education and choice of institution.

INDIANA - New loan regulations, new loan manual, development of state secondary market, staff evaluation, annual report, complete lender audits, final development and implementation of new computer system in cooperation with United Student Aid Funds, development of new student loan lender policy information system.

IOWA - Adequate staffing and spending authorization to ensure quality control of program.

KENTUCKY - Major revisions to our data processing system following reauthorization.

LOUISIANA - Maintaining student loan availability with lenders who have increasing demands on funds because of inflationary pressures.

MASSACHUSETTS - More effective relations with schools, improved lender understanding and compliance with program requirements, increased services to small lenders (such as credit unions) to permit greater participation with lower error rate, closer cooperation with state scholarship operation, development of a single application for requesting financial aid, joint data base with state scholarship operation.

Leading Issues and Research (continued)

MICHIGAN - On-line communications with financial institutions and selected educational institutions, refinement of inter-agency operations for collection of defaulted loans, studying the issue of over-borrowing as related to over-inflated school budgets.

NEVADA - Improve computer service between United Student Aid Funds and our agency.

NEW HAMPSHIRE - Automation is primary concern. Others include improved internal controls and reporting, improved and more frequent lender and school contact, more frequent workshops and traning sessions.

NEW JERSEY - Reauthorization, implementation of new on-line data processing system, introduction of micrographics, improved staffing when new facility becomes available.

NEW YORK - Computer redesign, reauthorization.

NORTH CAROLINA - Securing adequate lending capital for 1980-81, improving loan processing to reduce turn-around time, reducing application complexity, continuing efforts to improve collection, developing strategies to deal with an increasingly demanding and abusive public, assuring adequate but not excessive return to Bond Agency to provide lending capital, reducing program costs.

OHIO - Developing secondary market servicing unit, on-line automated loan approval, better coordination of debt prevention and collection activities with fiscal department, studying the possibility of creating a loan program to attract M.D.'s to practice in shortage areas, possibility of issuing revenue bonds, developing substantive administrative assistance to lenders in absence of state fiscal assistance as incentive to lenders to participate in program.

OREGON - New lender and school manual, computerized student status reports for lenders.

PENNSYLVANIA - Direct lending authority, reauthorization, capital from revenue bonds to offer secondary market or offer direct loans in HEAL program, federal assumption of pursuit, collections, and legal activity on loans once a notice of bankruptcy petition is received, the reasonable debt limit for student borrowers.

RHODE ISLAND - Distribution of lender manual. Plans to be implemented are a lender requirement to notify agency when a loan is 60 days past due, so that the pre-claim assistance can be provided. Guaranty fee will be reduced from 1% in-school and grace period to 0.75% in-school and grace period. Schools will become lenders. Automation may be partially realized.

SOUTH CAROLINA - Streamlining all policies and procedures so that more assistance can be delivered to more students in a more effective manner.

SOUTH DAKOTA - Development of a note which will allow for multiple disbursements and which will be computer generated; planning to develop a progressive automated claims collections program.

TENNESSEE - Revenue bond financing, data processing, lender promotion.

UTAH - Maintaining a secondary market to purchase loans within a few months of origination, developing a service package to be administered by a private non-profit corporation within the state (servicing currently provided by USAF and Wachovia Services), lender promotion.

Leading Issues and Research (continued)

VERMONT - Providing a secondary market, servicing lender portfolios, consolidating loans in repayment, reauthorization, redesigning computer data systems and services, blanket lending to non-residents, overall program growth and its impact on various areas, long-range planning, providing additional lender services.

VIRGINIA - Implementation of new data processing system to provide better services to lenders, improved pre-claims assistance/default aversion.

WASHINGTON - Liquidity, data processing development, collections capability development, reauthorization.

WISCONSIN - Computer conversion, revenue bond issuance, lender manuals, lender reviews, lender seminars.

Loan Data Reported by United Student Aid Funds, Inc* (Fiscal year ending June 30)

		Loans Guaranteed		Loans Outstanding at End of FY		Defaults Purchased		Defaulted Loans
		Number	Dollar Value	Number	Value	No.	Value	Collections
Delaware	1978-79	5,257	$9,842,291					
Hawaii	1979-80	701	1,399,295	701	$1,399,295	(Began operation January 1980)		
Maine	1976-77	5,106	6,445,482	29,243	40,436,574	528	$603,502	$1,207
	1977-78	6,266	8,559,508	30,714	45,379,227	523	641,799	636,037
	1978-79	7,856	11,755,446	33,900	53,359,341	492	634,864	177,675
	1979-80	13,704	23,752,078	44,738	74,747,215	476	663,849	248,984
Maryland	1976-77	6,737	9,653,327	28,606	43,115,994	621	743,059	136,828
	1977-78	8,335	4,256,965	31,772	52,705,614	727	990,271	359,663
	1978-79	11,999	13,874,964	39,350	72,053,978	637	917,393	192,970
	1979-80	23,179	51,884,225	59,373	120,709,858	669	987,056	321,695
Missouri	1979-80	7,867	14,940,804	7,822	14,855,513	(Began operation August 1979)		

*USAF, a non-profit private corporation, based in New York City with offices in Indianapolis, Honolulu, and Burlingame, California, services loans for the above states. In the case of Hawaii, USAF also guarantees the loans.

Loans Guaranteed and Outstanding, Defaults Purchased and Collections FY 1976-77 Through FY 1979-80*

State		Number of Loans Guaranteed	% of U.S. Total**	Dollar Value	% of U.S. Total**	Loans Outstanding At End of FY NO.	Loans Outstanding At End of FY VALUE	Defaults Purchased NO.	Defaults Purchased VALUE	Defaulted Loans Collections VALUE
Alaska	1976-77	52	(All	$ 96,582	(All	342	$ 612,096	26	$ 47,039	$ 2,737
	1977-78	110	Less	202,849	Less	401	747,913	31	55,180	4,739
	1978-79	208	Than	334,548	Than	510	929,879	44	72,513	9,824
	1979-80	304	0.01)	489,000	0.01)	690	1,276,500	65	110,600	14,900
Arkansas	1976-77	3,048	0.47	$ 4,378,134	0.42	27,131	$ 22,628,432	-	-	$ 17,882
	1977-78	3,680	0.45	6,008,929	0.40	29,423	26,551,669	-	-	22,276
	1978-79	5,633	0.46	10,130,434	0.41	33,716	34,448,122	-	-	41,043
	1979-80	8,000	-	15,500,000	-	39,000	41,000,000	-	-	35,000
California	1979-80	65,000	-	$ 172,000,000	-	65,000	$ 172,000,000	NONE		(New Agency)
Colorado	1979-80	12,000	-	$ 25,000,000	-	-	-	NONE		(New Agency)
Connecticut	1976-77	41,120	6.32	$ 52,953,644	5.11	159,926	$ 293,721,332	2,070	$ 4,764,370	$ 695,803
	1977-78	54,211	6.64	98,192,922	6.61	186,207	374,016,381	1,737	3,877,703	819,672
	1978-79	54,632	4.43	108,430,051	4.44	219,646	458,669,167	2,070	4,754,904	957,632
	1979-80	68,000	-	135,000,000	-	274,600	579,350,000	2,150	4,900,000	1,100,000

* Data as reported by GSL agencies, based on State fiscal year if federal fiscal year data is unavailable.

** Denominator values are U.S. totals (including States not responding to this survey) from Table I.

State		Number of Loans Guaranteed	% of U.S. Total**	Dollar Value	% of U.S. Total**	Loans Outstanding At End of FY NO.	Loans Outstanding At End of FY VALUE	Defaults Purchased NO.	Defaults Purchased VALUE	Defaulted Loans Collections VALUE
District of Columbia	1979-80	5,200	-	$ 12,000,000	-	4,900	$ 11,000,000	-	-	
Florida	1977-78	46	-	$ 113,968	-	46	$ 113,968	-	-	-
	1978-79	12,846	1.04	32,705,669	1.34	12,853	32,683,012	-	-	-
	1979-80	28,200	-	70,600,000	-	40,000	103,000,000	20	$ 50,000	$ 5,000
Georgia	1976-77	9,700	1.49	$ 11,567,582	1.12	71,095	$ 68,846,749	1,019	$ 1,849,826	$ 474,146
	1977-78	10,630	1.30	15,499,754	1.04	75,539	74,358,307	962	1,918,706	625,681
	1978-79	13,275	1.08	22,356,357	0.92	77,294	84,343,083	1,017	2,086,313	881,547
	1979-80	18,000	-	34,200,000	-	84,800	105,000,000	1,420	2,842,000	1,030,000
Idaho	1978-79	1,541	0.13	$ 2,348,543	0.10	1,516	$ 2,317,158	(NONE)		(New Agency)
	1979-80	5,700	-	8,500,000	-	7,241	8,817,158			
Illinois	1976-77	36,619	5.62	$ 60,951,358	5.88	275,264	$ 317,866,555	2,746	$ 6,140,016	$ 1,467,098
	1977-78	44,476	5.44	83,367,415	5.61	317,975	381,046,437	2,811	6,614,910	2,125,252
	1978-79	68,776	5.58	145,240,813	5.95	373,991	499,393,113	3,232	7,677,203	2,348,441
	1979-80	121,507	-	279,181,891	-	439,888	654,504,614	3,300	9,800,000	3,000,000
Indiana	1977-78	6,788	0.83	$ 12,163,186	0.82	6,711	$ 12,026,532	-	-	-
	1978-79	21,946	1.78	40,149,534	1.64	27,976	50,976,567	1	$ 1,034	-
	1979-80	35,723	-	67,874,279	-	50,959	95,001,000	45	85,500	$ 27,000

State		Number of Loans Guaranteed	% of U.S. Total**	Dollar Value	% of U.S. Total**	Loans Outstanding At End of FY NO.	Loans Outstanding At End of FY VALUE	Defaults Purchased NO.	Defaults Purchased VALUE	Defaulted Loans Collections VALUE
Iowa	1978-79	13,532	1.1	$ 24,824,301	1.02	13,429	$ 24,660,133	-	-	-
	1979-80	31,250	-	50,000,000	-	42,000	70,000,000	8	15,000	-
Kansas	1977-78	14,006	1.72	$ 24,116,609	1.62	9,094	$ 15,289,001	-	-	-
	1978-79	23,056	1.87	42,630,619	1.74	35,271	63,347,096	21	34,210	-
	1979-80	25,000	-	48,000,000	-	58,500	108,000,000	900	1,600,000	300,000
Kentucky	1978-79	10,221	0.83	$ 21,330,548	0.87	9,758	$ 20,493,372	NONE		(New Agency)
	1979-80	23,960	-	50,000,000	-	22,762	48,000,000			
Louisiana	1976-77	5,620	0.86	$ 7,115,101	0.69	40,430	$ 40,804,855	1,316	$ 1,112,306	$ 263,102
	1977-78	6,471	0.79	8,508,282	0.57	42,069	45,082,813	1,359	1,123,253	332,047
	1978-79	8,888	0.72	15,273,747	0.63	45,081	54,891,971	1,508	1,347,232	326,000
	1979-80	12,500	-	25,000,000	-	52,500	75,000,000	1,650	1,500,000	359,000
Massachusetts	1976-77	37,680	5.79	$ 61,847,218	5.96	202,455	$ 209,938,502	-	-	$ 250,000
	1977-78	43,944	5.38	81,061,896	5.46	235,905	264,574,555	-	-	438,000
	1978-79	73,556	5.97	151,564,903	6.20	298,043	394,351,041	-	-	1,052,000
	1979-80	120,000	-	225,000,000	-	320,396	420,000,000	-	-	1,500,000
Michigan	1976-77	29,924	4.60	$ 45,408,768	4.38	124,509	$ 151,284,134	2,517	$ 2,212,606	$ 483,167
	1977-78	34,671	4.25	61,834,432	4.16	147,009	199,871,818	2,687	2,565,597	669,014
	1978-79	53,077	4.31	101,785,113	4.17	184,079	283,250,615	3,378	3,723,654	753,653
	1979-80	74,308	-	156,749,074	-	298,202	418,775,000	4,391	4,840,750	851,628

(Includes State direct loan program)

State		Number of Loans Guaranteed	% of U.S. Total**	Dollar Value	% of U.S. Total**	Loans Outstanding At End of FY NO.	Loans Outstanding At End of FY VALUE	Defaults Purchased NO.	Defaults Purchased VALUE	Defaulted Loans Collections VALUE
Minnesota	1976-77	8,852	1.36	$ 16,154,826	1.56	-	-	-	-	-
	1977-78	36,194	4.43	62,986,271	4.24	29,827	$ 51,149,576	2	$ 3,472	-
	1978-79	51,044	4.14	93,181,481	3.81	96,547	172,722,314	51	77,846	333
	1979-80	54,000	-	102,000,000	-	145,000	265,000,000	2,300	3,900,000	800,000
Nebraska	1979-80	10,000	-	$ 17,000,000	-	9,500	$ 16,000,000	-	-	-
New Hampshire	1976-77	4,009	0.62	$ 5,865,971	0.57	18,344	$ 20,578,658	92	$ 107,733	$ 67,034
	1977-78	6,819	0.84	10,137,354	0.68	20,661	25,454,977	100	136,561	78,626
	1978-79	6,430	0.52	10,503,567	0.43	24,131	33,835,508	128	211,266	71,862
	1979-80	10,000	-	18,000,000	-	32,100	45,000,000	140	261,266	75,862
New Jersey	1976-77	55,357	8.50	$ 103,023,876	9.94	313,093	$ 450,332,175	3,414	$ 8,166,698	$ 999,913
	1977-78	61,084	7.48	122,509,770	8.25	345,572	537,943,808	3,866	9,386,836	1,228,242
	1978-79	84,944	6.89	182,044,110	7.45	404,087	685,368,527	4,462	11,700,456	1,638,608
	1979-80	102,000	-	218,452,932	-	446,087	850,821,459	5,300	14,500,000	1,900,000
New Mexico	1978-79	3,434	0.28	$ 4,968,085	0.20	3,424	$ 4,923,892	3	$ 2,419	NONE
	1979-80	3,574	-	5,731,955	-	5,482	10,487,306	5	6,001	
New York	1976-77	181,891	27.94	$ 299,608,174	28.89	474,792	$ 1,067,420,924	16,349	$ 34,354,634	$ 6,919,227
	1977-78	217,269	26.61	408,004,897	27.47	525,281	1,289,229,459	17,701	36,829,204	7,954,385
	1978-79	264,450	21.45	534,747,033	21.89	617,456	1,579,457,065	23,921	49,765,208	10,715,165
	1979-80	339,300	-	715,200,000	-	725,000	1,800,000,000	33,300	70,000,000	13,500,000

State		Number of Loans Guaranteed	% of U.S. Total**	Dollar Value	% of U.S. Total**	Loans Outstanding At End of FY NO.	Loans Outstanding At End of FY VALUE	Defaults Purchased NO.	Defaults Purchased VALUE	Defaulted Loans Collections VALUE
North Carolina	1976-77	8,401	1.29	$ 10,927,463	1.05	30,113	$ 26,369,972	295	$ 512,178	$ 518,944
	1977-78	10,913	1.34	16,975,057	1.14	34,235	32,800,373	301	550,375	682,082
	1978-79	16,241	1.32	27,124,364	1.11	41,009	44,199,217	299	588,854	726,225
	1979-80	25,000	-	36,300,000	-	45,000	68,033,624	325	680,000	810,478
Ohio	1976-77	22,632	3.48	$ 34,772,345	3.35	69,805	$ 172,445,959	645	$ 941,760	$ 136,187
	1977-78	29,839	3.65	54,045,055	3.64	76,796	209,748,185	912	1,733,883	294,868
	1978-79	39,720	3.22	74,283,468	3.04	91,707	274,478,888	917	1,924,453	527,914
	1979-80	66,729	-	142,866,000	-	220,000	400,000,000	1,211	2,592,751	647,042
Oklahoma	1976-77	5,598	0.86	$ 5,774,550	0.56	9,282	$ 2,873,856	336	$ 328,638	$ 126,479
	1977-78	7,030	0.86	9,642,205	0.65	4,067	6,719,278	519	348,943	149,999
	1978-79	9,045	0.73	13,640,510	0.56	4,989	9,948,339	543	375,926	138,744
	1979-80	14,000	-	16,000,000	-	5,800	12,000,000	650	436,000	160,000
Oregon	1976-77	7,961	1.22	$ 9,856,887	0.95	51,618	$ 49,514,556	446	$ 642,600	$ 262,416
	1977-78	8,108	0.99	12,317,552	0.83	53,898	56,642,685	558	741,927	273,422
	1978-79	10,311	0.84	15,955,879	0.65	58,239	67,066,932	665	971,200	386,383
	1979-80	14,097	-	22,555,200	-	66,366	73,813,918	578	838,100	466,000
Pennsylvania	1976-77	94,212	14.47	$ 168,671,352	16.27	549,852	$ 682,692,022	7,363	$ 16,743,538	$ 2,790,210
	1977-78	106,956	13.10	208,426,186	14.03	561,509	806,607,272	7,793	17,935,998	3,285,568
	1978-79	150,784	12.23	309,535,609	12.67	643,816	1,009,263,480	8,780	21,170,092	4,050,118
	1979-80	146,000	-	317,000,000	-	720,000	1,210,000,000	8,600	20,490,000	4,200,000

State		Number of Loans Guaranteed	% of U.S. Total**	Dollar Value	% of U.S. Total**	Loans Outstanding At End of FY NO.	Loans Outstanding At End of FY VALUE	Defaults Purchased NO.	Defaults Purchased VALUE	Defaulted Loans Collections VALUE
Rhode Island	1976-77	6,922	1.06	$ 8,916,633	0.86	26,733	$ 42,900,902	854	$ 774,357	(Not
	1977-78	7,851	0.96	10,703,393	0.72	30,163	48,335,132	703	636,793	Available)
	1978-79	9,342	0.76	13,614,720	0.56	34,076	54,992,862	1,015	966,051	
	1979-80	5,123	-	9,081,901	-	41,135	78,577,090	1,116	975,712	
		(1979-80 data are first semester only, through March 1, 1980)								
South Carolina	1978-79	2,692	0.22	$ 2,964,382	0.12	4,830	$ 5,848,599	NONE		NONE
	1979-80	3,215	-	3,916,378	-	6,000	7,500,000			
South Dakota	1978-79	9,956	0.81	$ 18,432,086	0.75	9,790	$ 18,130,307	1	$ 2,597	-
	1979-80	13,000	-	24,000,000	-	18,232	33,704,000	15	37,500	$ 5,000
Tennessee	1976-77	6,576	1.01	$ 11,753,919	1.13	24,404	$ 55,355,212	334	$ 449,637	$ 38,186
	1977-78	7,153	0.88	13,849,911	0.93	26,225	67,683,081	376	605,275	171,857
	1978-79	11,078	0.90	23,752,288	0.97	30,409	86,810,996	491	878,011	236,751
	1979-80	14,000	-	30,000,000	-	40,000	96,000,000	620	1,108,690	192,388
Utah	1977-78	1,773	0.22	$ 4,647,964	0.31	1,763	$ 4,644,357	-	-	-
	1978-79	9,657	0.78	22,593,973	0.92	11,271	26,957,402	1	$ 2,035	-
	1979-80	10,000	-	25,000,000	-	21,000	50,000,000	5	10,000	$ 2,000

State		Number of Loans Guaranteed	% of U.S. Total**	Dollar Value	% of U.S. Total**	Loans Outstanding At End of FY		Defaults Purchased		Defaulted Loans Collections
						NO.	VALUE	NO.	VALUE	VALUE
Vermont	1976-77	3,647	0.56	$ 4,878,719	0.47	14,595	$ 17,397,903	212	$ 220,488	$ 21,975
	1977-78	5,248	0.64	8,027,915	0.54	18,446	23,883,734	328	327,350	52,909
	1978-79	6,455	0.52	11,146,916	0.46	23,450	33,207,870	348	360,855	47,284
	1979-80	10,000	-	17,300,000	-	30,500	45,000,000	370	382,500	75,000
Virginia	1976-77	9,474	1.46	$ 13,567,616	1.31	(Not	$ 67,998,000	254	$ 450,770	$ 166,210
	1977-78	11,285	1.36	17,424,079	1.17	Avail.)	80,066,870	232	481,066	170,612
	1978-79	24,143	1.96	43,843,733	1.79		114,226,308	240	527,577	188,389
	1979-80	30,000	-	60,000,000	-		200,000,000	470	965,000	202,000
Washington	1978-79	1,772	0.14	$ 3,564,477	0.15	1,772	$ 3,564,477	NONE		(New Agency)
	1979-80	11,900	-	22,000,000	-	13,672	25,564,477			
Wisconsin	1976-77	40,444	6.21	$ 37,230,500	3.59	181,964	$ 152,697,050	1,048	$ 1,380,886	(Not
	1977-78	41,848	5.12	50,848,807	3.42	211,790	195,171,424	1,245	1,840,063	Applicable)
	1978-79	52,041	4.22	67,991,522	2.78	245,095	249,255,970	1,877	2,733,006	
	1979-80	60,000	-	100,000,000	-	283,600	340,000,000	2,500	3,500,000	
Wyoming	1979-80	1,300	0.11	$ 2,000,000	0.08	1,200	$ 1,900,000	-	-	-